

**MINUTES OF THE RHODE ISLAND  
REAL ESTATE COMMISSION**

**DATE: January 14, 2016**

**TIME: 9:15 A.M.**

**LOCATION: Department of Business Regulation**

**Real Estate Section**

**John O. Pastore Center**

**1511 Pontiac Ave. Bldg. 69-1**

**Cranston, RI 02920-0942**

**Members Present:**

**Chairperson Gregory M. Dantas, Lisa Pinsonneault, Olivia Byron, Jeanne Cola and William J. DeLuca, Real Estate Administrator, DBR.**

**Non Members Present:**

**Lisa J. Crenca, Real Estate, DBR. Beverly Pierce, Donna O'Brien and David Salvatore of Rhode Island Association of Realtors.**

**Chairperson Dantas called the meeting to order at 9:36 AM.**

**New Commission member, Jeanne Cola, was introduced to the**

**members of the Board.**

**Discussion and approval of previous month's minutes.**

**Chairperson Dantas asked for a review of the minutes from the previous meeting for December. Olivia Byron made a motion to accept the minutes from the December meeting and seconded by William DeLuca. Motion passed.**

**The following continuing education courses were reviewed submitted for January:**

**Chairperson Dantas presented the recommendations to the Board.**

**CONTINUING ED EXPRESS, LLC:**

**New, online:**

- CEE-80 Buyer Counseling: A Planned Approach**  
**3 CEU**
- CEE-81 History of the American Home: Part II**  
**3 CEU**
- CEE-72 Managing Real Estate Risks with Insurance**  
**3 CEU**
- CEE-75 Professional Standards and Best Practices**

**3 CEU**

- **CEE-79 Serving Senior Homebuyers and Sellers**

**2 CEU**

**Olivia Byron made a motion to approve the above courses. Seconded by Lisa Pinsonneault. All in favor. Motion passed**

**MCKISSOCK, LLC:**

**New, online:**

- **Affordable Housing Opportunities for Low-Moderate Income Buyers**

**4 CEU**

- **Americans with Disabilities Act (ADA)**

**3 CORE**

- **6339 Crowd Funding in Real Estate**

**3 CEU**

- **6340 Millennials are Changing Real Estate: Are you Ready**

**4 CEU**

- **Property Management - The Next Generation**

**3 CEU**

- **6347 Social Media Marketing: Reaching and Networking the Affluent**

**3 CEU**

- **The End of the Paper Trail: How to Conduct Paperless Transactions**

**3 CEU**

- **6338 The Property Management Primer**

**3 CEU**

- **6354 Using Retirement Assets to Purchase Real Estate**

**3 CEU**

Chairperson Dantas advise the Board that the above courses listed less time on their syllabus than requested for the hours. Three (3) hour courses or one hundred eighty (180) minutes were listed as one hundred fifty (150) minutes on syllabus. Chairperson suggested that the courses be held until an explanation could be received from McKissock or courses are resubmitted. Olivia Byron made the motion. Seconded by Lisa Pinsonneault. All in favor. Motion passed

**REAL ESTATE CE.COM:**

**New, online:**

- **3082ri Avoiding Common Mistakes**

**3 CORE**

- **3085ri Building Green**

**3 CEU**

- **4017ri Floods and other Natural Hazards**

**3 CORE**

- **4019ri Managing Conflicts with Tenants, Clients and Employees**

**3 CEU**

- **3095ri Property Management**

**4 CEU**

- **4018ri Valuation, Marketing, and Listings**

**4 CORE**

**Lisa Pinsonneault made the motion to approve the above courses.**

**Seconded by Olivia Byron. All in favor. Motion passed**

**THE CE SHOP, INC.:**

**New, online:**

- **Real Estate Safety Matters: Safe Business = Smart Business**

**4 CEU**

**Olivia Byron made a motion to approve the above courses. Seconded**

**by Lisa Pinsonneault. All in favor. Motion passed**

**INSTRUCTORS:**

**Carol Miller: (American C.E. Institute, LLC)**

**Deborah Mathers: Real Estate Broker REB.0016947 (Real Estate Institute of RI)**

**Ryan R. Ingerowski: (The Rhode Island Association of Realtors)**

**Olivia Byron made a motion to approve the above instructors.  
Seconded by Lisa Pinsonneault. All in favor. Motion passed**

**Opportunity for Public Comment:**

**David Salvatore of RIRA introduced Beverly Pierce and Donna O'Brien from his office. Ms. O'Brien is temporarily replacing retired Education Coordinator Norma Mousseau.**

**General discussion on the Department's preparation for the upcoming renewal period, complaints received in the past year and reviews for the upcoming year.**

**Motion to adjourn made by Olivia Byron and seconded by William DeLuca. All in favor. Motion passed.**

**Meeting adjourned at 9:54 AM.**

**Respectfully submitted,**

**William J. DeLuca**

**Real Estate Administrator**